



GSA Schedule No. GS-35F-0069M

Through Modification PA-0026, Effective 11/4/2014

**AUTHORIZED FEDERAL SUPPLY SERVICE
INFORMATION TECHNOLOGY SCHEDULE PRICELIST
GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY
EQUIPMENT, SOFTWARE AND SERVICES**

Special Item No. 132-33 Perpetual Software Licenses
Special Item No. 132-34 Maintenance of Software
Special Item No. 132-51 Information Technology Professional Services

Note 1: All non-professional labor categories must be incidental to and used solely to support hardware, software and/or professional services, and cannot be purchased separately.

Note 2: Offerors and Agencies are advised that the Group 70 – Information Technology Schedule is not to be used as a means to procure services that properly fall under the Brooks Act. These services include, but are not limited to, architectural, engineering, mapping, cartographic production, remote sensing, geographic information systems, and related services. FAR 36.6 distinguishes between mapping no services of an A/E nature and mapping services that are not connected or incidental to the traditionally accepted A/E Services.

SIN 132-33 - PERPETUAL SOFTWARE LICENSES

FSC CLASS 7030 - INFORMATION TECHNOLOGY SOFTWARE
Large Scale Computers and Microcomputers
Application Software

SIN 132-34 - MAINTENANCE OF SOFTWARE

SIN 132-51 - INFORMATION TECHNOLOGY (IT) PROFESSIONAL SERVICES

FPDS Code D306	IT Systems Analysis Services
FPDS Code D307	Automated Information Systems Design and Integration Services
FPDS Code D308	Programming Services
FPDS Code D311	IT Data Conversion Services
FPDS Code D399	Other Information Technology Services, Not Elsewhere Classified

Plateau Systems, LLC
2000 Edmund Halley Drive, Suite 300
Reston, VA 20191
Telephone: 650.645.2000

Contract Number: GS-35F-0069M
Period Covered by Contract: November 14, 2001 through November 13, 2016

General Services Administration
Federal Supply Service

Products and ordering information in this Authorized FSS Information Technology Schedule Pricelist are also available on the GSA Advantage! System. Agencies can browse GSA Advantage! by accessing the Federal Supply Service's Home Page via the Internet at <http://www.fss.gsa.gov/>

Table of Contents

INFORMATION FOR ORDERING OFFICES	3-10
TERMS AND CONDITIONS APPLICABLE TO PERPETUAL SOFTWARE LICENSES (SPECIAL ITEM NUMBER 132-33) AND MAINTENANCE (SPECIAL ITEM NUMBER 132-34) OF GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY SOFTWARE	11-16
TERMS AND CONDITIONS APPLICABLE TO INFORMATION TECHNOLOGY (IT) PROFESSIONAL SERVICES (SPECIAL ITEM NUMBER 132-51).....	16-22
USA COMMITMENT TO PROMOTE SMALL BUSINESS PARTICIPATION PROCUREMENT PROGRAMS	23
SAMPLE FORMAT BPA AGREEMENT	24-26
BASIC GUIDELINES FOR USING “CONTRACTOR TEAM ARRANGEMENTS”	27
GSA SCHEDULE PRICE LIST.....	28-38

INFORMATION FOR ORDERING OFFICES APPLICABLE TO ALL SPECIAL ITEM NUMBERS

SPECIAL NOTICE TO AGENCIES: Small Business Participation

SBA strongly supports the participation of small business concerns in the Federal Supply Schedules Program. To enhance Small Business Participation SBA policy allows agencies to include in their procurement base and goals, the dollar value of orders expected to be placed against the Federal Supply Schedules, and to report accomplishments against these goals.

For orders exceeding the micropurchase threshold, FAR 8.404 requires agencies to consider the catalogs/pricelists of at least three schedule contractors or consider reasonably available information by using the GSA Advantage! on-line shopping service (www.fss.gsa.gov). The catalogs/pricelists, GSA Advantage! and the Federal Supply Service Home Page (www.fss.gsa.gov) contains information on a broad array of products and services offered by small business concerns.

This information should be used as a tool to assist ordering activities in meeting or exceeding established small business goals. It should also be used as a tool to assist in including small, small disadvantaged, and women-owned small businesses among those considered when selecting pricelists for a best value determination.

For orders exceeding the micropurchase threshold, customers are to give preference to small business concerns when two or more items at the same delivered price will satisfy their requirement.

1. GEOGRAPHIC SCOPE OF CONTRACT:

Domestic delivery is delivery within the 48 contiguous states, Alaska, Hawaii, Puerto Rico, Washington, DC, and U.S. Territories. Domestic delivery also includes a port or consolidation point, within the aforementioned areas, for orders received from overseas activities.

Overseas delivery is delivery to points outside of the 48 contiguous states, Washington, DC, Alaska, Hawaii, Puerto Rico, and U.S. Territories.

Offerors are requested to check one of the following boxes:

- ☐ The Geographic Scope of Contract will be domestic and overseas delivery.
- ☐ The Geographic Scope of Contract will be overseas delivery only.
- ☒ The Geographic Scope of Contract will be domestic delivery only.

For Special Item Number 132-53 Wireless Services ONLY, if awarded, list the limited geographic coverage area: **Not Applicable**

2. CONTRACTOR'S ORDERING ADDRESS AND PAYMENT INFORMATION:

Ordering: Plateau Systems LLC
2000 Edmund Halley Drive, Suite 300
Reston, VA 20191
650.645.2000

Payment: Plateau Systems LLC
2000 Edmund Halley Drive, Suite 300
Reston, VA 20191
650.645.2000

Contractor must accept the credit card for payments equal to or less than the micro-purchase for oral or written orders under this contract. The Contractor and the ordering agency may agree to use the credit card for dollar amounts over the micro-purchase threshold (See GSAR 552.232-79 Payment by Credit Card). In addition, bank account information for wire transfer payments will be shown on the invoice.

The following telephone number(s) can be used by ordering activities to obtain technical and/or ordering assistance:

650.645.2000

3. **LIABILITY FOR INJURY OR DAMAGE:**

The Contractor shall not be liable for any injury to Government personnel or damage to Government property arising from the use of equipment maintained by the Contractor, unless such injury or damage is due to the fault or negligence of the Contractor.

4. **STATISTICAL DATA FOR GOVERNMENT ORDERING OFFICE COMPLETION OF STANDARD FORM 279:**

Block 9: G. Order/Modification Under Federal Schedule Contract

Block 16: Data Universal Numbering System (DUNS) Number: **933638629**

Block 30: Type of Contractor - **B. Other Small Business**

Block 31: Woman-Owned Small Business - **No**

Block 37: Contractor's Taxpayer Identification Number (TIN): **54-1786819**

Block 40: Veteran Owned Small Business (VOSB) - **No**

a. CAGE Code: **1S8B0**

b. Contractor has registered in the System for Award Management (SAM) Database.

5. **FOB Destination**

6. **DELIVERY SCHEDULE**

a. **TIME OF DELIVERY:** The Contractor shall deliver to destination within the number of calendar days after receipt of order (ARO), as set forth below:

SPECIAL ITEM NUMBER	DELIVERY TIME (Days ARO)
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<u>132-33</u>	<u>30</u> Days
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<u>132-34</u>	* Days <u>(To be negotiated with ordering agency)</u>
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132-51	* Days (To be negotiated with ordering agency)
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b. **URGENT REQUIREMENTS:** When the Federal Supply Schedule contract delivery period does not meet the bona fide urgent delivery requirements of an ordering agency, agencies are encouraged, if time permits, to contact the Contractor for the purpose of obtaining accelerated delivery. The Contractor shall reply to the inquiry within 3 workdays after receipt. (Telephonic replies shall be confirmed by the Contractor in writing.) If the Contractor offers an accelerated delivery time acceptable to the ordering

agency, any order(s) placed pursuant to the agreed upon accelerated delivery time frame shall be delivered within this shorter delivery time and in accordance with all other terms and conditions of the contract.

7. **DISCOUNTS:** Prices shown are NET Prices; Basic Discounts have been deducted.
- a. Prompt Payment: **0% - 30** days from receipt of invoice or date of acceptance, whichever is later.
 - b. Quantity: **NONE**
 - c. Dollar Volume: **NONE**
 - d. Other Special Discounts (i.e. Government Education Discounts, etc.): **NONE**
8. **TRADE AGREEMENTS ACT OF 1979, AS AMENDED:**
- All items are U.S. made end products, designated country end products, Caribbean Basin country end products, Canadian end products, or Mexican end products as defined in the Trade Agreements Act of 1979, as amended.
9. **STATEMENT CONCERNING AVAILABILITY OF EXPORT PACKING: NONE**
10. **SMALL REQUIREMENTS:** The minimum dollar value of orders to be issued is \$100.00
11. **MAXIMUM ORDER** (All dollar amounts are exclusive of any discount for prompt payment.)
- a. The Maximum Order value for the following Special Item Numbers (SINs) is \$500,000:
 - SIN 132-33 - Perpetual Software Licenses
 - SIN 132-34 - Maintenance of Software as a Service
 - SIN 132-51 - Information Technology (IT) Professional Services
12. **ORDERING PROCEDURES FOR FEDERAL SUPPLY SCHEDULE CONTRACTS:**
- Ordering activities shall use the ordering procedures of Federal Acquisition Regulation (FAR) 8.405 when placing an order or establishing a BPA for supplies or services. These procedures apply to all schedules.
- a. FAR 8.405-1 Ordering procedures for supplies, and services not requiring a statement of work.
 - b. FAR 8.405-2 Ordering procedures for services requiring a statement of work.
13. **FEDERAL INFORMATION TECHNOLOGY/TELECOMMUNICATION STANDARDS REQUIREMENTS:**
- Ordering activities acquiring products from this Schedule must comply with the provisions of the Federal Standards Program, as appropriate (reference: NIST Federal Standards Index). Inquiries to determine whether or not specific products listed herein comply with Federal Information Processing Standards (FIPS) or Federal Telecommunication Standards (FED-STDS), which are cited by ordering activities, shall be responded to promptly by the Contractor.

13.1 FEDERAL INFORMATION PROCESSING STANDARDS PUBLICATIONS (FIPS PUBS):

Information Technology products under this Schedule that do not conform to Federal Information Processing Standards (FIPS) should not be acquired unless a waiver has been granted in accordance with the applicable "FIPS Publication." Federal Information Processing Standards Publications (FIPS PUBS) are issued by the U.S. Department of Commerce, National Institute of Standards and Technology (NIST), pursuant to National Security Act. Information concerning their availability and applicability should be obtained from the National Technical Information Service (NTIS), 5285 Port Royal Road, Springfield, Virginia 22161. FIPS PUBS include voluntary standards when these are adopted for Federal use. Individual orders for FIPS PUBS should be referred to the NTIS Sales Office, and orders for subscription service should be referred to the NTIS Subscription Officer, both at the above address, or telephone number (703) 487-4650.

13.2 FEDERAL TELECOMMUNICATION STANDARDS (FED-STDs):

Telecommunication products under this Schedule that do not conform to Federal Telecommunication Standards (FED-STDs) should not be acquired unless a waiver has been granted in accordance with the applicable "FED-STD." Federal Telecommunication Standards are issued by the U.S. Department of Commerce, National Institute of Standards and Technology (NIST), pursuant to National Security Act. Ordering information and information concerning the availability of FED-STDs should be obtained from the GSA, Federal Acquisition Service, Specification Section, 470 East L'Enfant Plaza, Suite 8100, SW, Washington, DC 20407, telephone number (202)619-8925. Please include a self-addressed mailing label when requesting information by mail. Information concerning their applicability can be obtained by writing or calling the U.S. Department of Commerce, National Institute of Standards and Technology, Gaithersburg, MD 20899, telephone number (301) 975-2833.

14. CONTRACTOR TASKS / SPECIAL REQUIREMENTS (C-FSS-370) (NOV 2003)

- a. Security Clearances: The Contractor may be required to obtain/possess varying levels of security clearances in the performance of orders issued under this contract. All costs associated with obtaining/possessing such security clearances should be factored into the price offered under the Multiple Award Schedule.
- b. Travel: The Contractor may be required to travel in performance of orders issued under this contract. Allowable travel and per diem charges are governed by Pub .L. 99-234 and FAR Part 31, and are reimbursable by the ordering agency or can be priced as a fixed price item on orders placed under the Multiple Award Schedule. Travel in performance of a task order will only be reimbursable to the extent authorized by the ordering agency. The Industrial Funding Fee does NOT apply to travel and per diem charges.
- c. Certifications, Licenses and Accreditations: As a commercial practice, the Contractor may be required to obtain/possess any variety of certifications, licenses and accreditations for specific FSC/service code classifications offered. All costs associated with obtaining/ possessing such certifications, licenses and accreditations should be factored into the price offered under the Multiple Award Schedule program.

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- d. Insurance: As a commercial practice, the Contractor may be required to obtain/possess insurance coverage for specific FSC/service code classifications offered. All costs associated with obtaining/possessing such insurance should be factored into the price offered under the Multiple Award Schedule program.
 - e. Personnel: The Contractor may be required to provide key personnel, resumes or skill category descriptions in the performance of orders issued under this contract. Ordering activities may require agency approval of additions or replacements to key personnel.
 - f. Organizational Conflicts of Interest: Where there may be an organizational conflict of interest as determined by the ordering agency, the Contractor's participation in such order may be restricted in accordance with FAR Part 9.5.
 - g. Documentation/Standards: The Contractor may be requested to provide products or services in accordance with rules, regulations, OMB orders, standards and documentation as specified by the agency's order.
 - h. Data/Deliverable Requirements: Any required data/deliverables at the ordering level will be as specified or negotiated in the agency's order.
 - i. Government-Furnished Property: As specified by the agency's order, the Government may provide property, equipment, materials or resources as necessary.
 - j. Availability of Funds: Many Government agencies' operating funds are appropriated for a specific fiscal year. Funds may not be presently available for any orders placed under the contract or any option year. The Government's obligation on orders placed under this contract is contingent upon the availability of appropriated funds from which payment for ordering purposes can be made. No legal liability on the part of the Government for any payment may arise until funds are available to the ordering Contracting Officer.
 - k. Overtime: For professional services, the labor rates in the Schedule should not vary by virtue of the Contractor having worked overtime. For services applicable to the Service Contract Act (as identified in the Schedule), the labor rates in the Schedule will vary as governed by labor laws (usually assessed a time and a half of the labor rate).

15. CONTRACT ADMINISTRATION FOR ORDERING ACTIVITIES:

Any ordering activity, with respect to any one or more delivery orders placed by it under this contract, may exercise the same rights of termination as might the GSA Contracting Officer under provisions of FAR 52.212-4, paragraphs (l) Termination for the ordering activity's convenience, and (m) Termination for Cause (See 52.212-4)

16. GSA ADVANTAGE!:

GSA Advantage! is an on-line, interactive electronic information and ordering system that provides on-line access to vendors' schedule prices with ordering information. GSA Advantage! will allow the user to perform various searches across all contracts including, but not limited to: (1) Manufacturer; (2) Manufacturer's Part Number; and (3) Product categories.

Agencies can browse GSA Advantage! by accessing the Internet World Wide Web utilizing a browser (ex.: NetScape). The Internet address is <http://www.gsaadvantage.gov>

17. **PURCHASE OF OPEN MARKET ITEMS:**

NOTE: Open Market Items are also known as incidental items, noncontract items, non-Schedule items, and items not on a Federal Supply Schedule contract. Ordering Activities procuring open market items must follow FAR 8.402(f).

For administrative convenience, an ordering activity contracting officer may add items not on the Federal Supply Multiple Award Schedule (MAS) -- referred to as open market items -- to a Federal Supply Schedule blanket purchase agreement (BPA) or an individual task or delivery order, **only if-**

- (1) All applicable acquisition regulations pertaining to the purchase of the items not on the Federal Supply Schedule have been followed (e.g., publicizing (Part 5), competition requirements (Part 6), acquisition of commercial items (Part 12), contracting methods (Parts 13, 14, and 15), and small business programs (Part 19));
- (2) The ordering activity contracting officer has determined the price for the items not on the Federal Supply Schedule is fair and reasonable;
- (3) The items are clearly labeled on the order as items not on the Federal Supply Schedule; and
- (4) All clauses applicable to items not on the Federal Supply Schedule are included in the order.

18. **CONTRACTOR COMMITMENTS, WARRANTIES AND REPRESENTATIONS:**

- a. For the purpose of this contract, commitments, warranties and representations include, in addition to those agreed to for the entire schedule contract:
 - 1) Time of delivery/installation quotations for individual orders;
 - 2) Technical representations and/or warranties of products concerning performance, total system performance and/or configuration, physical, design and/or functional characteristics and capabilities of a product/equipment/service/software package submitted in response to requirements which result in orders under this schedule contract.
 - 3) Any representations and/or warranties concerning the products made in any literature, description, drawings and/or specifications furnished by the Contractor.
- b. The above is not intended to encompass items not currently covered by the GSA Schedule contract.
- c. The maintenance/repair service provided is the standard commercial terms and conditions for the type of products and/or services awarded.

19. **OVERSEAS ACTIVITIES:**

The terms and conditions of this contract shall apply to all orders for installation, maintenance and repair of equipment in areas listed in the pricelist outside the 48 contiguous states and the District of Columbia, except as indicated below:

NONE

Upon request of the Contractor, the Government may provide the Contractor with logistics support, as available, in accordance with all applicable Government regulations. Such Government support will be provided on a reimbursable basis, and will only be provided to the

Contractor's technical personnel whose services are exclusively required for the fulfillment of the terms and conditions of this contract.

20. **BLANKET PURCHASE AGREEMENTS (BPAs):**

The use of BPAs under any schedule contract to fill repetitive needs for supplies or services is allowable. BPAs may be established with one or more schedule contractors. The number of BPAs to be established is within the discretion of the ordering activity establishing the BPA and should be based on a strategy that is expected to maximize the effectiveness of the BPA(s). Ordering activities shall follow FAR 8.405-3 when creating and implementing BPA(s).

21. **CONTRACTOR TEAM ARRANGEMENTS:**

Contractors participating in contractor team arrangements must abide by all terms and conditions of their respective contracts. This includes compliance with Clauses 552.238-74, Industrial Funding Fee and Sales Reporting, i.e., each contractor (team member) must report sales and remit the IFF for all products and services provided under its individual contract.

22. **INSTALLATION, DEINSTALLATION, REINSTALLATION:**

The Davis-Bacon Act (40 U.S.C. 276a-276a-7) provides that contracts in excess of \$2,000 to which the United States or the District of Columbia is a party for construction, alteration, or repair (including painting and decorating) of public buildings or public works with the United States, shall contain a clause that no laborer or mechanic employed directly upon the site of the work shall receive less than the prevailing wage rates as determined by the Secretary of Labor. The requirements of the Davis-Bacon Act do not apply if the construction work is incidental to the furnishing of supplies, equipment, or services. For example, the requirements do not apply to simple installation or alteration of a public building or public work that is incidental to furnishing supplies or equipment under a supply contract. However, if the construction, alteration or repair is segregable and exceeds \$2,000, then the requirements of the Davis-Bacon Act applies.

The ordering activity issuing the task order against this contract will be responsible for proper administration and enforcement of the Federal labor standards covered by the Davis-Bacon Act. The proper Davis-Bacon wage determination will be issued by the ordering activity at the time a request for quotations is made for applicable construction classified installation, deinstallation, and reinstallation services under SIN 132-8 or 132-9.

23. **SECTION 508 COMPLIANCE:**

I certify that in accordance with 508 of the Rehabilitation Act of 1973, as amended (29 U.S.C. 794d), FAR 39.2, and the Architectural and Transportation Barriers Compliance Board Electronic and Information Technology (EIT) Accessibility Standards (36 CFR 1194) General Services Administration (GSA), that all IT hardware/software/services are 508 compliant:

Yes X

No

The offeror is required to submit with its offer a designated area on its website that outlines the Voluntary Product Accessibility Template (VPAT) or equivalent qualification, which ultimately becomes the Government Product Accessibility Template (GPAT). Section 508 compliance information on the supplies and services in this contract are available upon request, as the following website address (URL) www.plateausystems.com has been sunset.

The EIT standard can be found at: www.Section508.gov/.

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24. **PRIME CONTRACTOR ORDERING FROM FEDERAL SUPPLY SCHEDULES:**
Prime Contractors (on cost reimbursement contracts) placing orders under Federal Supply Schedules, on behalf of an ordering activity, shall follow the terms of the applicable schedule and authorization and include with each order –
- a. A copy of the authorization from the ordering activity with whom the contractor has the prime contract (unless a copy was previously furnished to the Federal Supply Schedule contractor); and
 - b. The following statement:
This order is placed under written authorization from _____ dated _____. In the event of any inconsistency between the terms and conditions of this order and those of your Federal Supply Schedule contract, the latter will govern.
25. **INSURANCE—WORK ON A GOVERNMENT INSTALLATION (JAN 1997)(FAR 52.228-5):**
- a. The Contractor shall, at its own expense, provide and maintain during the entire performance of this contract, at least the kinds and minimum amounts of insurance required in the Schedule or elsewhere in the contract.
 - b. Before commencing work under this contract, the Contractor shall notify the Contracting Officer in writing that the required insurance has been obtained. The policies evidencing required insurance shall contain an endorsement to the effect that any cancellation or any material change adversely affecting the Government's interest shall not be effective—
 - 1) For such period as the laws of the State in which this contract is to be performed prescribe; or
 - 2) Until 30 days after the insurer or the Contractor gives written notice to the Contracting Officer, whichever period is longer.
 - c. The Contractor shall insert the substance of this clause, including this paragraph (c), in subcontracts under this contract that require work on a Government installation and shall require subcontractors to provide and maintain the insurance required in the Schedule or elsewhere in the contract. The Contractor shall maintain a copy of all subcontractors' proofs of required insurance, and shall make copies available to the Contracting Officer upon request.
26. **SOFTWARE INTEROPERABILITY:**
Offerors are encouraged to identify within their software items any component interfaces that support open standard interoperability. An item's interface may be identified as interoperable on the basis of participation in a Government agency-sponsored program or **in an independent** organization program. Interfaces may be identified by reference to an interface registered in the component registry located at <http://www.core.gov>.
27. **ADVANCE PAYMENTS:**
A payment under this contract to provide a service or deliver an article for the United States Government may not be more than the value of the service already provided or the article already delivered. Advance or pre-payment is not authorized or allowed under this contract. (31 U.S.C. 3324)

**TERMS AND CONDITIONS APPLICABLE TO TERM SOFTWARE LICENSES
PERPETUAL SOFTWARE LICENSES (SPECIAL ITEM NUMBER 132-33) AND
MAINTENANCE AS A SERVICE (SPECIAL ITEM NUMBER 132-34) OF GENERAL
PURPOSE COMMERCIAL INFORMATION TECHNOLOGY SOFTWARE**

1. INSPECTION/ACCEPTANCE:

The Contractor shall only tender for acceptance those items that conform to the requirements of this contract. The ordering activity reserves the right to inspect or test any software that has been tendered for acceptance. The ordering activity may require repair or replacement of nonconforming software at no increase in contract price. The ordering activity must exercise its postacceptance rights (1) within a reasonable time after the defect was discovered or should have been discovered; and (2) before any substantial change occurs in the condition of the software, unless the change is due to the defect in the software.

2. GUARANTEE/WARRANTY:

- a. Unless specified otherwise in this contract, the Contractor's standard commercial guarantee/warranty as stated in the contract's commercial pricelist will apply to this contract.

WARRANTIES AND LIMITATIONS

Licensee's Benefit. Any and all warranties made by Plateau under this Agreement are for the sole and exclusive benefit of Licensee, and may not be transferred or assigned by Licensee for any reason.

Limited Warranty. Plateau represents and warrants that it holds exclusive ownership in and to the Software and Documentation, and has the right to grant the Licensee under the terms of this Agreement.

DISCLAIMER. EXCEPT FOR THE WARRANTY SET FORTH ABOVE, THE SOFTWARE AND DOCUMENTATION ARE PROVIDED "AS IS" WITH ALL FAULTS, AND PLATEAU MAKES NO ADDITIONAL EXPRESS OR IMPLIED WARRANTIES OF ANY KIND, INCLUDING WITHOUT LIMITATION, ANY WARRANTY OF MERCHANTABILITY, QUALITY, ACCURACY, OR FITNESS FOR A PARTICULAR PURPOSE. PLATEAU HEREBY DISCLAIMS WARRANTIES THAT MAY BE IMPLIED FROM USAGE OF TRADE, COURSE OF DEALING OR COURSE OF PERFORMANCE. THE RISK OF SATISFACTORY QUALITY, PERFORMANCE, ACCURACY, AND EFFORT IS WITH LICENSEE, AND IS TO BE DETERMINED DURING THE TESTING PERIOD DESCRIBED ABOVE, AND NOT THEREAFTER. PLATEAU DOES NOT WARRANT THAT THE SOFTWARE WILL OPERATE WITHOUT INTERRUPTION OR BE ERROR FREE.

LIMITATION OF LIABILITY FOR DIRECT DAMAGES. THE CUMULATIVE LIABILITY OF PLATEAU SHALL IN NO EVENT EXCEED FIFTY PERCENT (50%) OF THE LICENSE FEE ACTUALLY PAID BY LICENSEE TO PLATEAU FOR THE SOFTWARE THAT GIVES RISE TO SUCH DAMAGES AND LIABILITY.

LIMITATION OF LIABILITY FOR CONSEQUENTIAL DAMAGES. IN NO EVENT SHALL PLATEAU BE LIABLE FOR ANY INDIRECT, INCIDENTAL, SPECIAL, OR CONSEQUENTIAL DAMAGES, OR FOR ANY LOSS OF PROFITS, LOSS OF REVENUES, LOSS OF DATA, LOSS OF USE, OR ANY OTHER ECONOMIC DISADVANTAGE OR COST INCURRED BY

LICENSEE, UNDER ANY THEORY OF LIABILITY, WHETHER IN AN ACTION IN CONTRACT, STRICT LIABILITY, TORT (INCLUDING NEGLIGENCE) OR OTHER LEGAL OR EQUITABLE THEORY, REGARDLESS OF WHETHER OR NOT SUCH DAMAGES WERE FORESEEABLE OR ANTICIPATED. IN NO EVENT WILL PLATEAU BE SUBJECT TO OR LIABLE FOR ANY PUNITIVE OR EXEMPLARY DAMAGES.

No Further Changes. Plateau's warranty as set forth above will not be enlarged, diminished or affected by, and no liability shall arise out of Plateau's rendering of, technical advice or service in connection with the Software or Documentation. No change in the warranty provisions above shall be effective unless in writing signed by Plateau's chief executive officer.

Representations and Warranties of Licensee. Licensee represents and warrants to Plateau that (i) this Agreement has been validly executed and delivered by Licensee and constitutes a valid and binding obligation of Licensee enforceable in accordance with its terms; (ii) Licensee has all requisite corporate and organization power and authority to enter into this Agreement and perform the obligations on its part required hereunder, and that the execution, delivery and performance of this Agreement have been duly authorized by all requisite corporate and organizational action; (iii) Licensee's execution and delivery of this Agreement and compliance with all terms hereof, will not conflict with or result in a breach of, or require the consent of any third party under, any license, contract or other instrument to which Licensee or its property is subject; and (iv) there are no pending or threatened actions or other legal or administrative proceeding that would have a material adverse affect on Licensee's right or ability to perform its obligations under this Agreement.

- b. The Contractor warrants and implies that the items delivered hereunder are merchantable and fit for use for the particular purpose described in this contract.
- c. Limitation of Liability. Except as otherwise provided by an express or implied warranty, the Contractor will not be liable to the ordering activity for consequential damages resulting from any defect or deficiencies in accepted items.

3. **TECHNICAL SERVICES:**

The Contractor, without additional charge to the ordering activity, shall provide a hot line technical support number **703.292.0200, extension 6** for the purpose of providing user assistance and guidance in the implementation of the software. The technical support number is available from **8:00 AM to 8:00 PM (Eastern Standard Time, excluding Holidays).**

4. **SOFTWARE MAINTENANCE:**

- a. Software maintenance as it is defined: (select software maintenance type):

_____ 1. Software Maintenance as a Product (SIN 132-32 or SIN 132-33)

Software maintenance as a product includes the publishing of bug/defect fixes via patches and updates/upgrades in function and technology to maintain the operability and usability of the software product. It may also include other no charge support that are included in the purchase price of the product in the commercial marketplace. No charge support includes items such as user blogs, discussion forums, on-line help libraries and FAQs (Frequently Asked Questions), hosted chat rooms, and limited telephone, email and/or web-based general technical support for user's self diagnostics.

Software maintenance as a product does NOT include the creation, design, implementation, integration, etc. of a software package. These examples are considered software maintenance as a service.

Software Maintenance as a product is billed at the time of purchase.

 X

2. Software Maintenance as a Service (SIN 132-34)

Software maintenance as a service creates, designs, implements, and/or integrates customized changes to software that solve one or more problems and is not included with the price of the software. Software maintenance as a service includes person-to-person communications regardless of the medium used to communicate: telephone support, on-line technical support, customized support, and/or technical expertise which are charged commercially. Software maintenance as a service is billed arrears in accordance with 31 U.S.C. 3324.

Software maintenance as a service is billed in arrears in accordance with 31 U.S.C. 3324.

- b. Invoices for maintenance service shall be submitted by the Contractor on a quarterly or monthly basis, after the completion of such period. Maintenance charges must be paid in arrears (31 U.S.C. 3324). PROMPT PAYMENT DISCOUNT, IF APPLICABLE, SHALL BE SHOWN ON THE INVOICE.

5. **PERIODS OF TERM LICENSES (SIN 132-32) AND MAINTENANCE (SIN 132-34):**

- a. The Contractor shall honor orders for periods for the duration of the contract period or a lesser period of time.
- b. Term licenses and/or maintenance may be discontinued by the ordering activity on thirty (30) calendar days written notice to the Contractor.
- c. Annual Funding. When annually appropriated funds are cited on an order for term licenses and/or maintenance, the period of the term licenses and/or maintenance shall automatically expire on September 30 of the contract period, or at the end of the contract period, whichever occurs first. Renewal of the term licenses and/or maintenance orders citing the new appropriation shall be required, if the term licenses and/or maintenance is to be continued during any remainder of the contract period.
- d. Cross-Year Funding Within Contract Period. Where an ordering activity's specific appropriation authority provides for funds in excess of a 12 month (fiscal year) period, the ordering activity may place an order under this schedule contract for a period up to the expiration of the contract period, notwithstanding the intervening fiscal years.
- e. Ordering activities should notify the Contractor in writing thirty (30) calendar days prior to the expiration of an order, if the term licenses and/or maintenance is to be terminated at that time. Orders for the continuation of term licenses and/or maintenance will be required if the term licenses and/or maintenance is to be continued during the subsequent period.

6. **CONVERSION FROM TERM LICENSE TO PERPETUAL LICENSE:**

- a. The ordering activity may convert term licenses to perpetual licenses for any or all software at any time following acceptance of software. At the request of the ordering

activity the Contractor shall furnish, within ten (10) calendar days, for each software product that is contemplated for conversion, the total amount of conversion credits which have accrued while the software was on a term license and the date of the last update or enhancement.

- b. Conversion credits which are provided shall, within the limits specified, continue to accrue from one contract period to the next, provided the software remains on a term license within the ordering activity.
- c. The term license for each software product shall be discontinued on the day immediately preceding the effective date of conversion from a term license to a perpetual license.
- d. The price the ordering activity shall pay will be the perpetual license price that prevailed at the time such software was initially ordered under a term license, or the perpetual license price prevailing at the time of conversion from a term license to a perpetual license, whichever is the less, minus an amount equal to **N/A**% of all term license payments during the period that the software was under a term license within the ordering activity.

7. TERM LICENSE CESSATION:

- a. After a software product has been on a continuous term license for a period of **N/A** * months, a fully paid-up, non-exclusive, perpetual license for the software product shall automatically accrue to the ordering activity. The period of continuous term license for automatic accrual of a fully paid-up perpetual license does not have to be achieved during a particular fiscal year; it is a written Contractor commitment which continues to be available for software that is initially ordered under this contract, until a fully paid-up perpetual license accrues to the ordering activity. However, should the term license of the software be discontinued before the specified period of the continuous term license has been satisfied, the perpetual license accrual shall be forfeited.
- b. The Contractor agrees to provide updates and maintenance service for the software after a perpetual license has accrued, at the prices and terms of Special Item Number 132-34, if the licensee elects to order such services. Title to the software shall remain with the Contractor.

8. UTILIZATION LIMITATIONS - (SIN 132-32, SIN 132-33, AND SIN 132-34):

- a. Software acquisition is limited to commercial computer software defined in FAR Part 2.101.
- b. When acquired by the ordering activity, commercial computer software and related documentation so legend shall be subject to the following:
 - 1) Title to and ownership of the software and documentation shall remain with the Contractor, unless otherwise specified.
 - 2) Software licenses are by site and by ordering activity. An ordering activity is defined as a cabinet level or independent ordering activity. The software may be used by any subdivision of the ordering activity (service, bureau, division, command, etc.) that has access to the site the software is placed at, even if the subdivision did not participate in the acquisition of the software. Further, the software may be used on a sharing basis where multiple agencies have joint projects that can be satisfied by the use of the software placed at one ordering activity's site. This would allow other agencies access to one ordering activity's database. For ordering activity public domain databases, user agencies and

third parties may use the computer program to enter, retrieve, analyze and present data. The user ordering activity will take appropriate action by instruction, agreement, or otherwise, to protect the Contractor's proprietary property with any third parties that are permitted access to the computer programs and documentation in connection with the user ordering activity's permitted use of the computer programs and documentation. For purposes of this section, all such permitted third parties shall be deemed agents of the user ordering activity.

- 3) Except as is provided in paragraph 8.b(2) above, the ordering activity shall not provide or otherwise make available the software or documentation, or any portion thereof, in any form, to any third party without the prior written approval of the Contractor. Third parties do not include prime Contractors, subcontractors and agents of the ordering activity who have the ordering activity's permission to use the licensed software and documentation at the facility, and who have agreed to use the licensed software and documentation only in accordance with these restrictions. This provision does not limit the right of the ordering activity to use software, documentation, or information therein, which the ordering activity may already have or obtains without restrictions.
- 4) The ordering activity shall have the right to use the computer software and documentation with the computer for which it is acquired at any other facility to which that computer may be transferred, or in cases of Disaster Recovery, the ordering activity has the right to transfer the software to another site if the ordering activity site for which it is acquired is deemed to be unsafe for ordering activity personnel; to use the computer software and documentation with a backup computer when the primary computer is inoperative; to copy computer programs for safekeeping (archives) or backup purposes; to transfer a copy of the software to another site for purposes of benchmarking new hardware and/or software; and to modify the software and documentation or combine it with other software, provided that the unmodified portions shall remain subject to these restrictions.
- 5) "Commercial Computer Software" may be marked with the Contractor's standard commercial restricted rights legend, but the schedule contract and schedule pricelist, including this clause, "Utilization Limitations" are the only governing terms and conditions, and shall take precedence and supersede any different or additional terms and conditions included in the standard commercial legend.

9. **SOFTWARE CONVERSIONS - (SIN 132-32 AND SIN 132-33):**

Full monetary credit will be allowed to the ordering activity when conversion from one version of the software to another is made as the result of a change in operating system, or from one computer system to another. Under a perpetual license (132-33), the purchase price of the new software shall be reduced by the amount that was paid to purchase the earlier version. Under a term license (132-32), conversion credits which accrued while the earlier version was under a term license shall carry forward and remain available as conversion credits which may be applied towards the perpetual license price of the new version.

10. **DESCRIPTIONS AND EQUIPMENT COMPATIBILITY:**

The Contractor shall include, in the schedule pricelist, a complete description of each software product and a list of equipment on which the software can be used. Also, included shall be a brief, introductory explanation of the modules and documentation which are offered.

11. **RIGHT-TO-COPY PRICING:**

The Contractor shall insert the discounted pricing for right-to-copy licenses. **Not Applicable**

**TERMS AND CONDITIONS APPLICABLE TO INFORMATION TECHNOLOGY (IT)
PROFESSIONAL SERVICES (SPECIAL ITEM NUMBER 132-51)**

1. **SCOPE:**

- a. The prices, terms and conditions stated under Special Item Number 132-51 Information Technology Professional Services apply exclusively to IT/IAM Professional Services within the scope of this Information Technology Schedule.
- b. The Contractor shall provide services at the Contractor's facility and/or at the ordering activity location, as agreed to by the Contractor and the ordering activity.

2. **PERFORMANCE INCENTIVES I-FSS-60 Performance Incentives (April 2000):**

- a. Performance incentives may be agreed upon between the Contractor and the ordering activity on individual fixed price orders or Blanket Purchase Agreements under this contract.
- b. The ordering activity must establish a maximum performance incentive price for these services and/or total solutions on individual orders or Blanket Purchase Agreements.
- c. Incentives should be designed to relate results achieved by the contractor to specified targets. To the maximum extent practicable, ordering activities shall consider establishing incentives where performance is critical to the ordering activity's mission and incentives are likely to motivate the contractor. Incentives shall be based on objectively measurable tasks.

3. **ORDER:**

- a. Agencies may use written orders, EDI orders, blanket purchase agreements, individual purchase orders, or task orders for ordering services under this contract. Blanket Purchase Agreements shall not extend beyond the end of the contract period; all services and delivery shall be made and the contract terms and conditions shall continue in effect until the completion of the order. Orders for tasks which extend beyond the fiscal year for which funds are available shall include FAR 52.232-19 (Deviation – May 2003) Availability of Funds for the Next Fiscal Year. The purchase order shall specify the availability of funds and the period for which funds are available.
- b. All task orders are subject to the terms and conditions of the contract. In the event of conflict between a task order and the contract, the contract will take precedence.

4. **PERFORMANCE OF SERVICES:**

- a. The Contractor shall commence performance of services on the date agreed to by the Contractor and the ordering activity.
- b. The Contractor agrees to render services only during normal working hours, unless otherwise agreed to by the Contractor and the ordering activity.
- c. The ordering activity should include the criteria for satisfactory completion for each task in the Statement of Work or Delivery Order. Services shall be completed in a good and workmanlike manner.
- d. Any Contractor travel required in the performance of IT/IAM Services must comply with the Federal Travel Regulation or Joint Travel Regulations, as applicable, in effect on the date(s) the travel is performed. Established Federal Government per diem rates will apply to all Contractor travel. Contractors cannot use GSA city pair contracts.

5. **STOP-WORK ORDER (FAR 52.242-15) (AUG 1989):**

- a. The Contracting Officer may, at any time, by written order to the Contractor, require the Contractor to stop all, or any part, of the work called for by this contract for a period of 90 days after the order is delivered to the Contractor, and for any further period to which the parties may agree. The order shall be specifically identified as a stop-work order issued under this clause. Upon receipt of the order, the Contractor shall immediately comply with its terms and take all reasonable steps to minimize the incurrence of costs allocable to the work covered by the order during the period of work stoppage. Within a period of 90 days after a stop-work is delivered to the Contractor, or within any extension of that period to which the parties shall have agreed, the Contracting Officer shall either:
 - 1) Cancel the stop-work order; or
 - 2) Terminate the work covered by the order as provided in the Default, or the Termination for Convenience of the Government, clause of this contract.
- b. If a stop-work order issued under this clause is canceled or the period of the order or any extension thereof expires, the Contractor shall resume work. The Contracting Officer shall make an equitable adjustment in the delivery schedule or contract price, or both, and the contract shall be modified, in writing, accordingly, if:
 - 1) The stop-work order results in an increase in the time required for, or in the Contractor's cost properly allocable to, the performance of any part of this contract; and
 - 2) The Contractor asserts its right to the adjustment within 30 days after the end of the period of work stoppage; provided, that, if the Contracting Officer decides the facts justify the action, the Contracting Officer may receive and act upon the claim submitted at any time before final payment under this contract.
- c. If a stop-work order is not canceled and the work covered by the order is terminated for the convenience of the Government, the Contracting Officer shall allow reasonable costs resulting from the stop-work order in arriving at the termination settlement.
- d. If a stop-work order is not canceled and the work covered by the order is terminated for default, the Contracting Officer shall allow, by equitable adjustment or otherwise, reasonable costs resulting from the stop-work order.

6. **INSPECTION OF SERVICES:**

In accordance with FAR 52.212-4 CONTRACT TERMS AND CONDITIONS--COMMERCIAL ITEMS (MAR 2009) (DEVIATION I - FEB 2007) for Firm-Fixed Price orders and FAR 52.212-4 CONTRACT TERMS AND CONDITIONS DCOMMERCIAL ITEMS (MAR 2009) (ALTERNATE I DDOCT 2008) (DEVIATION I – FEB 2007) applies to Time-and-Materials and Labor-Hour Contracts orders placed under this contract.

7. **RESPONSIBILITIES OF THE CONTRACTOR:**

The Contractor shall comply with all laws, ordinances, and regulations (Federal, State, City, or otherwise) covering work of this character. If the end product of a task order is software, then FAR 52.227-14 (Dec 2007) Rights in Data – General, may apply.

8. **RESPONSIBILITIES OF THE ORDERING ACTIVITY:**

Subject to security regulations, the ordering activity shall permit Contractor access to all facilities necessary to perform the requisite IT/IAM Professional Services.

9. **INDEPENDENT CONTRACTOR:**

All IT/IAM Professional Services performed by the Contractor under the terms of this contract shall be as an independent Contractor, and not as an agent or employee of the ordering activity.

10. **ORGANIZATIONAL CONFLICTS OF INTEREST:**

a. Definitions.

“Contractor” means the person, firm, unincorporated association, joint venture, partnership, or corporation that is a party to this contract.

“Contractor and its affiliates” and “Contractor or its affiliates” refers to the Contractor, its chief executives, directors, officers, subsidiaries, affiliates, subcontractors at any tier, and consultants and any joint venture involving the Contractor, any entity into or with which the Contractor subsequently merges or affiliates, or any other successor or assignee of the Contractor.

An “Organizational conflict of interest” exists when the nature of the work to be performed under a proposed ordering activity contract, without some restriction on ordering activities by the Contractor and its affiliates, may either (i) result in an unfair competitive advantage to the Contractor or its affiliates or (ii) impair the Contractor’s or its affiliates’ objectivity in performing contract work.

- b. To avoid an organizational or financial conflict of interest and to avoid prejudicing the best interests of the ordering activity, ordering activities may place restrictions on the Contractors, its affiliates, chief executives, directors, subsidiaries and subcontractors at any tier when placing orders against schedule contracts. Such restrictions shall be consistent with FAR 9.505 and shall be designed to avoid, neutralize, or mitigate organizational conflicts of interest that might otherwise exist in situations related to individual orders placed against the schedule contract. Examples of situations, which may require restrictions, are provided at FAR 9.508.

11. **INVOICES:**

The Contractor, upon completion of the work ordered, shall submit invoices for IT/IAM Professional services. Progress payments may be authorized by the ordering activity on individual orders if appropriate. Progress payments shall be based upon completion of defined milestones or interim products. Invoices shall be submitted monthly for recurring services performed during the preceding month.

12. **PAYMENTS:**

For firm-fixed price orders the ordering activity shall pay the Contractor, upon submission of proper invoices or vouchers, the prices stipulated in this contract for service rendered and accepted. Progress payments shall be made only when authorized by the order. For time-and-materials orders, the Payments under Time-and-Materials and Labor-Hour Contracts at FAR 52.212-4 (MAR 2009) (ALTERNATE I – OCT 2008) (DEVIATION I – FEB 2007) applies to time-and-materials orders placed under this contract. For labor-hour orders, the Payment under Time-and-Materials and Labor-Hour Contracts at FAR 52.212-4 (MAR 2009) (ALTERNATE I – OCT 2008) (DEVIATION I – FEB 2007) applies to labor-hour orders placed under this contract. 52.216-31(Feb 2007) Time-and-Materials/Labor-Hour Proposal Requirements—Commercial Item Acquisition As prescribed in 16.601(e)(3), insert the following provision:

- a. The Government contemplates award of a Time-and-Materials or Labor-Hour type of contract resulting from this solicitation.
- b. The offeror must specify fixed hourly rates in its offer that include wages, overhead, general and administrative expenses, and profit. The offeror must specify whether the fixed hourly rate for each labor category applies to labor performed by—
 - 1) The offeror;
 - 2) Subcontractors; and/or
 - 3) Divisions, subsidiaries, or affiliates of the offeror under a common control.

13. **RESUMES:**

Resumes shall be provided to the GSA Contracting Officer or the user ordering activity upon request.

14. **INCIDENTAL SUPPORT COSTS:**

Incidental support costs are available outside the scope of this contract. The costs will be negotiated separately with the ordering activity in accordance with the guidelines set forth in the FAR.

15. **APPROVAL OF SUBCONTRACTS:**

The ordering activity may require that the Contractor receive, from the ordering activity's Contracting Officer, written consent before placing any subcontract for furnishing any of the work called for in a task order.

16. **DESCRIPTION OF IT/IAM PROFESSIONAL SERVICES AND PRICING:**

-
- a. The Contractor shall provide a description of each type of IT/IAM Service offered under Special Item Numbers 132-51 IT/IAM Professional Services should be presented in the same manner as the Contractor sells to its commercial and other ordering activity customers. If the Contractor is proposing hourly rates, a description of all corresponding commercial job titles (labor categories) for those individuals who will perform the service should be provided.
 - b. Pricing for all IT/IAM Professional Services shall be in accordance with the Contractor's customary commercial practices; e.g., hourly rates, monthly rates, term rates, and/or fixed prices, minimum general experience and minimum education.

The following is an example of the manner in which the description of a commercial job title should be presented:

EXAMPLE: Commercial Job Title: System Engineer

Minimum/General Experience: Three (3) years of technical experience which applies to systems analysis and design techniques for complex computer systems. Requires competence in all phases of systems analysis techniques, concepts and methods; also requires knowledge of available hardware, system software, input/output devices, structure and management practices.

Functional Responsibility: Guides users in formulating requirements, advises alternative approaches, conducts feasibility studies.

Minimum Education: Bachelor's Degree in Computer Science

USA COMMITMENT TO PROMOTE SMALL BUSINESS PARTICIPATION PROCUREMENT PROGRAMS

PREAMBLE

Plateau Systems, LLC. provides commercial products and services to ordering activities. We are committed to promoting participation of small, small disadvantaged and women-owned small businesses in our contracts. We pledge to provide opportunities to the small business community through reselling opportunities, mentor-protégé programs, joint ventures, teaming arrangements, and subcontracting.

COMMITMENT

To actively seek and partner with small businesses.

To identify, qualify, mentor and develop small, small disadvantaged and women-owned small businesses by purchasing from these businesses whenever practical.

To develop and promote company policy initiatives that demonstrate our support for awarding contracts and subcontracts to small business concerns.

To undertake significant efforts to determine the potential of small, small disadvantaged and women-owned small business to supply products and services to our company.

To insure procurement opportunities are designed to permit the maximum possible participation of small, small disadvantaged, and women-owned small businesses.

To attend business opportunity workshops, minority business enterprise seminars, trade fairs, procurement conferences, etc., to identify and increase small businesses with whom to partner.

To publicize in our marketing publications our interest in meeting small businesses that may be interested in subcontracting opportunities.

We signify our commitment to work in partnership with small, small disadvantaged and women-owned small businesses to promote and increase their participation in ordering activity contracts. To accelerate potential opportunities please contact:

**Mr. Joe O'Brien
Plateau Systems, LLC
2000 Edmund Halley Drive, Suite 300
Reston, VA, 20191
650.645.2000**

BPA NUMBER _____

(CUSTOMER NAME)
BLANKET PURCHASE AGREEMENT

Pursuant to GSA Federal Supply Schedule Contract Number(s) _____, Blanket Purchase Agreements, the Contractor agrees to the following terms of a Blanket Purchase Agreement (BPA) EXCLUSIVELY WITH (ordering activity):

- (1) The following contract items can be ordered under this BPA. All orders placed against this BPA are subject to the terms and conditions of the contract, except as noted below:

MODEL NUMBER/PART NUMBER	*SPECIAL BPA DISCOUNT/PRICE
_____	_____
_____	_____
_____	_____

- (2) Delivery:

DESTINATION	DELIVERY SCHEDULES / DATES
_____	_____
_____	_____
_____	_____

- (3) The ordering activity estimates, but does not guarantee, that the volume of purchases through this agreement will be _____.

- (4) This BPA does not obligate any funds.

- (5) This BPA expires on _____ or at the end of the contract period, whichever is earlier.

- (6) The following office(s) is hereby authorized to place orders under this BPA:

OFFICE	POINT OF CONTACT
_____	_____
_____	_____
_____	_____

- (7) Orders will be placed against this BPA via Electronic Data Interchange (EDI), FAX, or paper.

-
- (8) Unless otherwise agreed to, all deliveries under this BPA must be accompanied by delivery tickets or sales slips that must contain the following information as a minimum:
- (a) Name of Contractor;
 - (b) Contract Number;
 - (c) BPA Number;
 - (d) Model Number or National Stock Number (NSN);
 - (e) Purchase Order Number;
 - (f) Date of Purchase;
 - (g) Quantity, Unit Price, and Extension of Each Item (unit prices and extensions need not be shown when incompatible with the use of automated systems; provided, that the invoice is itemized to show the information); and
 - (h) Date of Shipment.
- (9) The requirements of a proper invoice are specified in the Federal Supply Schedule contract. Invoices will be submitted to the address specified within the purchase order transmission issued against this BPA.
- (10) The terms and conditions included in this BPA apply to all purchases made pursuant to it. In the event of an inconsistency between the provisions of this BPA and the Contractor's invoice, the provisions of this BPA will take precedence.

BASIC GUIDELINES FOR USING “CONTRACTOR TEAM ARRANGEMENTS”

Federal Supply Schedule Contractors may use “Contractor Team Arrangements” (see FAR 9.6) to provide solutions when responding to an ordering activity requirements.

These Team Arrangements can be included under a Blanket Purchase Agreement (BPA). BPAs are permitted under all Federal Supply Schedule contracts.

Orders under a Team Arrangement are subject to terms and conditions of the Federal Supply Schedule Contract.

Participation in a Team Arrangement is limited to Federal Supply Schedule Contractors.

Customers should refer to FAR 9.6 for specific details on Team Arrangements.



Here is a general outline on how it works:

- ☐ The customer identifies their requirements.
- ☐ Federal Supply Schedule Contractors may individually meet the customer's needs, or -
- ☐ Federal Supply Schedule Contractors may individually submit a Schedules “Team Solution” to meet the customer's requirement.
- ☐ Customers make a best value selection.

Plateau Learning™

With Plateau Learning, organizations can manage all of their learning activities. Organizations can identify training requirements, define and develop courses and content, deploy learning across their extended enterprise, and track its completion. Plateau provides scalability, change management, and administration capabilities to support the most demanding customer environments.

The Plateau Learning product line is comprised of three separate, integrated products:

-  **Plateau Learning Management System** enables organizations to manage training across the extended enterprise
-  **Plateau Virtual Learning System** is an e-learning delivery platform that provides interactive live instruction to learner desktops via a simple Web browser

Plateau Learning Management System (LMS)

Plateau LMS is a Web-based enterprise application that manages all of a corporation's learning activities, from e-learning to the classroom. It schedules, manages, and tracks every training event taking place in an organization. It scales to manage hundreds of thousands of students across the world. It automatically assigns customized learning to those who need it and automatically assesses the skills of employees. It extends across the supply chain to employees, customers, partners, and stakeholders.

Plateau LMS is built on industry-standard J2EE architecture. It is highly scalable, supports critical business processes, and integrates seamlessly with other enterprise software assets. Plateau LMS is currently being used in the largest corporate, government, and nonprofit LMS implementations in existence.

132-33 PERPETUAL SOFTWARE LICENSES – PRICES ARE PER USER

Number of Users (Note 1)	Gov't Net Price Exclusive of IFF	Gov't Net Price Inclusive of IFF
Perpetual License	\$10.00	\$10.08

Number of Users (Note 2)	Gov't Net Price Exclusive of IFF	Gov't Net Price Inclusive of IFF
Annual Subscription License		
1-2,000 Users	\$14.00	\$14.11
2,001-3,000 Users	\$12.80	\$12.90
3,001-4,000 Users	\$12.00	\$12.09
4,001-5,000 Users	\$11.20	\$11.28
5,001-7,500 Users	\$10.00	\$10.08
7,501-10,000 Users	\$8.00	\$8.06
10,001-15,000 Users	\$7.50	\$7.56
15,001-20,000 Users	\$6.50	\$6.55
20,001-25,000 Users	\$6.05	\$6.10
25,001-35,000 Users	\$5.40	\$5.44
35,001-45,000 Users	\$5.20	\$5.24
45,001-60,000 Users	\$4.90	\$4.94
60,001-75,000 Users	\$4.50	\$4.53
75,001-100,000 Users	\$4.00	\$4.03
100,001+ Users	\$3.40	\$3.43

Note 1: Software is licensed in increments of 500, with a minimum license of 1,000 users.

Note 2: Annual subscription license expires one (1) year from date of order.

Plateau Virtual Learning System (VLS)

Plateau VLS provides Internet-based interactive communication services to deliver live instruction quickly and cost effectively to employee, customer, and partner desktops using a simple Web browser.

With the Plateau VLS you can:

- ✍ Give presentations and conduct application demonstrations
- ✍ Incorporate multimedia content
- ✍ Record any training session for later playback
- ✍ Create content in a live training session and incorporate it into the session in real time

Multimedia objects can be delivered including Flash, streaming video, and audio. Any telephone or Voice over Internet Protocol (VOIP) solution can be used for the audio portion of the training sessions. Plateau partners with industry leaders WebEx, LiveMeeting, Centra, and Macromedia to support real-time training and collaboration.

132-33 PERPETUAL SOFTWARE LICENSES – PRICES ARE PER CONNECTOR

Per Connector	Each (Gov't Net Price Exclusive of IFF)	Each (Gov't Net Price Inclusive of IFF)
VLS Connector	\$10,000.00	\$10,075.57
Annual Subscription License (Note 1)	\$4,500.00	\$4,534.01

Note 1: Annual subscription license expires one (1) year from date of order.

Plateau Performance

Plateau Performance is a product line in the Plateau Talent Management Suite family that includes Plateau Learning™ and Plateau Analytics™ & Business Intelligence™. With Plateau Performance, organizations can define and communicate their initiatives and performance requirements, measure achievements, and build critical talent. Plateau Performance enables workers to take charge of their careers, through personalized development and performance plans aligned with organizational initiatives and personal career goals.

Plateau Multi-Rater Assessments

With Plateau Performance you can deploy multi-rater/360-degree performance assessments with robust and flexible options, to gain appropriate coverage and participation. Assessments can be automatically updated with job changes and also can be personalized by individual. Multiple assessments can be completed simultaneously to reduce time and improve accuracy of completing assessments for individuals in similar job roles.

Organizations can also define key organizational competencies and then establish appropriate measurement plans and criteria for each one. Competencies can be assigned automatically based on specific attributes or on an individual basis, to more personally tailor performance requirements. Competency libraries can be developed or imported from third-party libraries.

Plateau Development Planning

Support structured, yet personalized development plans with specific, measurable, attainable, realistic, and time-framed (SMART) goals and supporting action items. Action items can be linked to learning and training, to speed up progress. Completion status can be measured, monitored, and tracked in real time to ensure success. Plans can be easily revised to adapt to individual and business changes.

Plateau Performance Appraisals

Automated, configurable performance reviews support ongoing performance management and improvement. Templates can be built that support your organization's specific review forms and processes, and the system initiates and tracks the status of performance reviews to ensure accurate and timely completion. Built-in tools and wizards assist managers in writing reviews by checking for legal compliance and recommending appropriate language.

Plateau Goals Alignment

With Plateau Goals Alignment, key organizational initiatives can be cascaded down to lower levels and tailored at every level to reflect the contributions and objectives of specific departments. Users can be required to align their specific goals to organizational initiatives, ensuring that initiatives are clearly communicated and that everyone's performance is aligned with organizational objectives.

Users can also publish goals to coworkers or push goals to subordinates, allowing for robust matrixed or hierarchical goal-to-goal linking and tracking.

Plateau Career & Succession Planning

Plateau Career & Succession Planning enables your organization to manage talent to staff critical positions. You can identify crucial roles, determine staffing needs, perform best candidate analyses, and rate individuals on their promotion readiness. Learning and development activities can be assigned to candidates, to improve their readiness to assume a targeted role, and tracked over time to measure progress and ensure you're on target to meeting your staffing needs.

Through career planning, individuals can take charge of their careers. Plateau Career & Succession Planning allows employees to browse career paths and view required performance characteristics, compared to current skills for targeted roles. Individuals can self-identify a promotion path, visualize their gaps, and identify learning and development opportunities to prepare for a new role.

132-33 PERPETUAL SOFTWARE LICENSES – PRICES ARE PER USER

Each Module Number of Users (Note 1)	Gov't Net Price Exclusive of IFF	Gov't Net Price Inclusive of IFF
<i>Per Module for 1,000-10,000 Users</i>	\$6.75	\$6.80
<i>Per Module for 10,001-50,000 Users</i>	\$6.00	\$6.05
<i>Per Module for 50,001+ Users</i>	\$5.50	\$5.54
<i>3 Modules for 1,000-10,000 Users</i>	\$16.75	\$16.88
<i>3 Modules for 10,001-50,000 Users</i>	\$15.00	\$15.11
<i>3 Modules for 50,000+ Users</i>	\$13.75	\$13.85
<i>4 Modules for 1,000-10,000 Users</i>	\$22.00	\$22.17
<i>4 Modules for 10,001-50,000 Users</i>	\$19.50	\$19.65
<i>4 Modules for 50,000+ Users</i>	\$17.75	\$17.88

Note 1: Software is licensed in increments of 500 users. Each module is sold separately.

Each Module Number of Users (Note 2)	Gov't Net Price Exclusive of IFF	Gov't Net Price Inclusive of IFF
Annual Subscription License (Note 2)		
<i>1 Module for 1,000-10,000 Users</i>	\$4.30	\$4.33
<i>1 Module for 10,001-50,000 Users</i>	\$3.84	\$3.87
<i>1 Module for 50,001+ Users</i>	\$3.50	\$3.53
<i>2 Modules for 1,000-10,000 Users</i>	\$8.60	\$8.66
<i>2 Modules for 10,001-50,000 Users</i>	\$7.68	\$7.74
<i>2 Modules for 50,001-100,000 Users</i>	\$7.00	\$7.05
<i>2 Modules for 100,000+ Users</i>	\$6.40	\$6.45
<i>3 Modules for 1,000-10,000 Users</i>	\$10.75	\$10.83
<i>3 Modules for 10,001-50,000 Users</i>	\$9.50	\$9.57
<i>3 Modules for 50,001-100,000 Users</i>	\$8.80	\$8.87
<i>3 Modules for 100,000+ Users</i>	\$8.40	\$8.46
<i>4 Modules for 1,000-10,000 Users</i>	\$14.00	\$14.11
<i>4 Modules for 10,001-50,000 Users</i>	\$12.50	\$12.59
<i>4 Modules for 50,001-100,000 Users</i>	\$11.25	\$11.34
<i>4 Modules for 100,000+ Users</i>	\$9.45	\$9.52






Note 2: Annual subscription license expires one (1) year from date of order.

Software Maintenance/Customer Support

132-34 SOFTWARE MAINTENANCE – PRICES BASED ON LICENSE FEE

Maintenance (customer support) is an annual fee, which is billed annually as a percentage of the software license fee.

Annual maintenance is thirteen percent (13%) of the license fee. Support services include new versions and service packs, *Outreach* (the Plateau Customer Support newsletter), technical and release bulletins, access to the Web support center (e-mail, chat, phone, FAQs, documentation, and Plateau Learning Landscape), online evaluation site, and unlimited incidents. An incident is any series of interactions (e-mail, chat, or phone) about a single issue.

-  Service hours are 24 x 7
-  Two (2) authorized contacts
-  Access to second-tier support
-  Use of the Web site Knowledge Base
-  A toll-free number is available

RENEWAL RATES ARE BASED ON LICENSE FEE THEN IN EFFECT

Description	Fee
Maintenance Fee	13% of License Fee

Implementation Services

132-51 PROFESSIONAL INFORMATION TECHNOLOGY SERVICES

The Plateau Professional Services Organization's (PSO) approach to implementing our products is to provide the appropriate level of service delivery for every customer. Our process is designed to leverage customer resources and empower them, through effective knowledge transfer.

Plateau will work with your organization to determine the implementation approach and the rollout strategy based on your organization's business requirements. An order-of-magnitude Level of Effort will be determined based on the scope and size of your project, the resources you are willing to provide, any integrations or data migrations necessary, etc. Plateau's Professional Services team will need to ask for more information prior to giving you a Level of Effort for implementation services.

This pricing will constitute a time-and-materials (T&M) rough order-of-magnitude estimate. After the project is awarded, Plateau and the customer will agree upon a Statement of Work (SOW) for professional services to be provided by our company. Upon SOW agreement by both parties, a detailed project plan will be developed to communicate the project milestones, critical path, and deliverable schedule. Plateau's detailed project plan is developed with the customer's participation and scoped to include specific goals based on customer requirements for the project. Hourly rates for Professional Services are listed below based on the particular resources required.

Travel time and expenses are not included in the project implementation estimate. Travel and expenses will be billed at actual cost, as incurred by Plateau Systems, per the Federal Travel Regulations. Travel time will be billed at half the hourly rate.

Title	Rate Type	Gov't Rate Exclusive of IFF	Gov't Rate Inclusive of IFF
Project Manager (PM)	Hourly	\$168.00	\$169.27
Technical Consultant (TC)	Hourly	\$168.00	\$169.27
Business Analyst (BA)	Hourly	\$168.00	\$169.27
Engagement Manager (EM)	Hourly	\$168.00	\$169.27
Professional Instructor (PI)	Hourly	\$168.00	\$169.27

Refer to the following pages for descriptions of the qualifications and responsibilities associated with each of the above roles.

Plateau Labor Categories

Project Manager (PM)

The PM is responsible for the overall quality and timeliness of the implementation engagement. This includes all customer satisfaction, administrative and financial issues. PM's have substantial experience with large enterprise applications implementations in the following areas:

- ☐ Articulating project vision and definition; defining scope and success criteria;
- ☐ Identifying assumptions and risks; gaining stakeholders agreement; adapting to meet specific challenges
- ☐ Leading the Plateau and Customer project teams to provide on-time and on-budget implementation delivery.
- ☐ The Project Manager is the primary liaison to the Customer's designated Project Manager
- ☐ Staging successful projects, achieving customer alignment, managing and meeting customer expectation, and communicating to ensure customer satisfaction.
- ☐ Creating and maintaining the implementation project schedule, resource plan, and issue and risk log.
- ☐ Maintaining the project budget to include approving project team time, weekly budget status updates, and forecasting upcoming resource needs in order to ensure budget compliance.
- ☐ Assigning work and gaining commitment; leading the team; monitoring the execution process and maintaining control; ensuring acceptance of deliverables
- ☐ Facilitate regular meetings with the internal Plateau project team and the Customer project team.

Required Qualifications:

- ☐ Bachelor's Degree
- ☐ 5 years minimum software implementation project experience and/or project management experience (Big 5 experience preferred)
- ☐ 3 years minimum Project Management Experience

Technical Consultant (TC)

The TC is responsible for technical issues and activities associated with the implementation of the Software. This can include everything from writing code and scripts to system installation and troubleshooting. The TC works very closely with the BA to ensure that the right technical design is properly executed.

- ☐ TC has a comprehensive experience in the creation and installation of software, database, and application server.
- ☐ TC has extensive experience with the Plateau APIs and in integration/interface creation with other Enterprise Information Systems.
- ☐ TC has familiarity with tools such as SQL loader and PL/SQL, understands Data Interfaces: Extensive use of various data platforms.
- ☐ TC has experience with the following technologies and/or databases: Java, Enterprise Java Beans, JavaScript, HTML, XML, and Oracle.

Required Qualifications:

- ☐ Bachelor's degree in a Computer Science or Engineering field
- ☐ More than six years of professional experience in Java/J2EE based server-side application development

Business Analyst (BA)

The BA is responsible for designing the configuration solution for implementation of the Plateau software. This work is accomplished by developing relationships with our client's representatives to define and capture the appropriate configuration and integration solutions through workshops and interviews. BAs have substantial experience in the following areas:

- ☐ Preparing for and leading requirements gathering sessions with the Customer business teams to define how a customer will use and configure the Plateau Talent Management Suite.
- ☐ Facilitating technical requirements gathering sessions with customer business and technical teams to define and document interfaces and data conversion requirements.
- ☐ Business process acumen (process knowledge, cost drivers, analysis experience, process architecture, process conversion measurement)
- ☐ Functional design (convert business rules, work flows and processes into functional architecture)
- ☐ Strategy formulation (assist client business unit managers for formulating sound value propositions and the link to learning)
- ☐ Support the Plateau Project Manager and customer team throughout the implementation.
- ☐ Industry and market acumen (business drivers, trends, players, etc.)
- ☐ Organizational design (developing frameworks for functions, roles, teams, decision making, etc.)

Engagement Manager (EM)

The EM is responsible for senior level project oversight for the implementation of the Plateau Talent Management Suite and acts as an ongoing interface between Plateau and customers after the implementation. EMs have substantial experience in the following areas:

- ☐ Providing active support throughout the customer life to ensure we are meeting customer expectations and achieving a high level of customer satisfaction.
- ☐ Supporting project managers with key engagement functions including; project financials, risk management, project staffing, implementation project plans, key project issues.
- ☐ Serving as a point of escalation to the Customer during the implementation.
- ☐ Working with senior management to channel client feedback appropriately.
- ☐ Leading large, complex software implementations through the entire implementation lifecycle. This includes managing multi-phase/multi-dimensional/multi-resource projects to conclusion while maintaining high customer satisfaction.
- ☐ Providing strategic direction to Customer as it relates to their relationship with Plateau and the implementation/post implementation phases of the Plateau Talent Management Suite.

Required Qualifications:

- ☐ Minimum 4 year bachelors degree required
- ☐ The ideal candidate will bring 7-10 years experience of program and client management expertise from within software consulting and professional services firms experiencing rapid growth.

Professional Instructor

Qualified Training professional capable of transferring working knowledge about Plateau's products to individuals who interface with, and/or make decisions about the product.

Required Qualifications:

- ☐ Bachelor's degree in an education related field preferred
- ☐ 3 - 5 years of related experience in delivery of software training